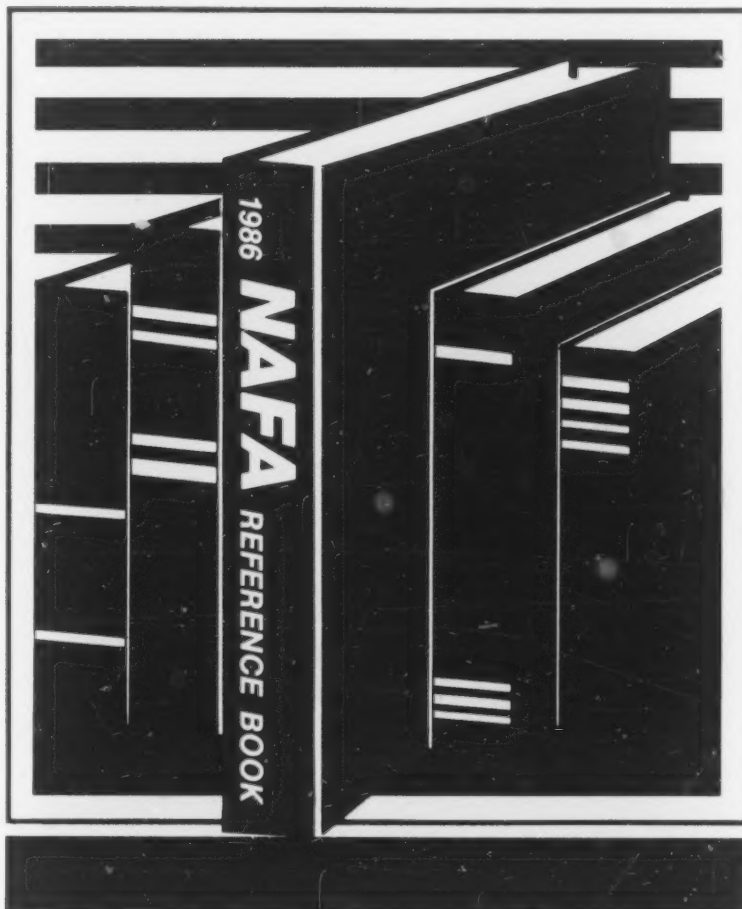


NAFA'S ANNUAL
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1 ♦ 9 ♦ 8 ♦ 6



EPA GAS MILEAGE FIGURES ■
■ **COMPUTER SOFTWARE**
WHERE AND HOW TO REPORT ACCIDENTS ■
■ **MANUFACTURER**
SALES AND SERVICE REPRESENTATIVES ■
■ **ACCIDENT STATISTICS**
■ **AUTOMOTIVE INFORMATION SOURCES**
■ **VIN SYSTEMS**
PREVENTIVE MAINTENANCE PROGRAM ■
■ **CAR SERVICE RECOMMENDATIONS**
DRIVER WALK-AROUND FORM ■



**National Association
of
Fleet Administrators, Inc.**

Annual Reference Book

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EPA's 1986 Estimated Gas Mileage Figures

MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.	MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.
Sub-Compact Cars						28	32	Honda Civic	L4	91	4
18	23	Audi Coupe GT	A3	136	5	30	35	Honda Civic	M5	91	4
19	25	Audi Coupe GT	M5	136	5	30	33	Honda Civic	M5	91	4
18	22	Audi 4000CS Quattro	M5	136	5	23	30	Honda Prelude	L4	112	4
23	27	Audi 4000S	A3	109	4	24	32	Honda Prelude	M5	112	4
25	30	Audi 4000S	M5	109	4	23	29	Honda Prelude	L4	119	4
23	32	Chevy Camaro	M5	151	4	25	30	Honda Prelude	M5	119	4
19	27	Chevy Camaro	L4	173	6	31	34	Isuzu I-Mark	A3	90	4
17	26	Chevy Camaro	M5	173	6	34	40	Isuzu I-Mark	M5	90	4
17	25	Chevy Camaro	L4	305	8	38	42	Isuzu I-Mark	M5	90	4
16	26	Chevy Camaro	M5	305	8	22	25	Isuzu Impulse	A4	119	4
17	25	Chevy Camaro	L4	305	8	22	28	Isuzu Impulse	M5	119	4
22	28	Chevy Cavalier Cnv	L3	121	4	20	25	Isuzu Impulse	L4	121	4
25	32	Chevy Cavalier Cnv	M4	121	4	20	25	Isuzu Impulse	M5	121	4
24	32	Chevy Cavalier Cnv	M5	121	4	13	17	Jaguar XJ-S	A3	326	12
18	25	Chevy Cavalier Cnv	L3	173	6	15	19	Jaguar XJ6	A3	258	6
18	24	Chevy Cavalier Cnv	M4	173	6	21	25	Lincoln Mercury Capri	A3	140	4
25	30	Chevy Chevette CS	L3	98	4	23	28	Lincoln Mercury Capri	M4	140	4
28	34	Chevy Chevette CS	M4	98	4	19	23	Lincoln Mercury Capri	L3	231	6
27	35	Chevy Chevette CS	M5	98	4	17	25	Lincoln Mercury Capri	M5	302	8
40	46	Chevy Chevette CS	D-M5	111	4	20	23	Merc Benz 190	A4	140	4
31	34	Chevy Spectrum	A3	90	4	21	24	Merc Benz 190	A4	140	4
38	42	Chevy Spectrum	M5	90	4	18	26	Merc Benz 190	M5	140	4
41	43	Chevy Sprint Plus	A3	61	3	19	27	Merc Benz 190	M5	140	4
44	50	Chevy Sprint Plus	M5	61	3	30	34	Merc Benz 190	D-A4	152	5
24	27	Chrysler Laser/Daytona	A3	135	4	29	37	Merc Benz 190	D-M5	152	5
20	24	Chrysler Laser/Daytona	A3	135	4	22	28	Mitsubishi Cordia	M5	110	4
19	28	Chrysler Laser/Daytona	M5	135	4	24	26	Mitsubishi Cordia	L3	122	4
25	35	Chrysler Laser/Daytona	M5	135	4	25	32	Mitsubishi Cordia	M5	122	4
23	25	Chrysler Laser/Daytona	A3	152	4	29	32	Mitsubishi Mirage	L3	90	4
23	32	Chrysler Laser/Daytona	M5	152	4	36	41	Mitsubishi Mirage	M4	90	4
24	27	Chrysler Lebaron Cnv	A3	135	4	33	39	Mitsubishi Mirage	M5	90	4
20	24	Chrysler Lebaron Cnv	A3	135	4	24	26	Mitsubishi Mirage	L3	98	4
23	25	Chrysler Lebaron Cnv	A3	152	4	24	31	Mitsubishi Mirage	M5	98	4
28	33	Dodge Charger	M4	97	4	19	24	Mitsubishi Starion	L4	156	4
31	39	Dodge Charger	M4	97	4	19	24	Mitsubishi Starion	M5	156	4
24	30	Dodge Charger	A3	135	4	22	28	Mitsubishi Tredia	M5	110	4
22	30	Dodge Charger	M5	135	4	24	26	Mitsubishi Tredia	L3	122	4
26	36	Dodge Charger	M5	135	4	24	31	Mitsubishi Tredia	M5	122	4
20	27	Dodge Charger	M5	135	4	27	30	Nissan Pulsar NX	L3	98	4
29	32	Dodge Colt	L3	90	4	31	38	Nissan Pulsar NX	M5	98	4
36	41	Dodge Colt	M4	90	4	27	30	Nissan Sentra	L3	98	4
33	39	Dodge Colt	M5	90	4	31	38	Nissan Sentra	M5	98	4
24	26	Dodge Colt	L3	98	4	45	50	Nissan Sentra	D-M4	103	4
24	31	Dodge Colt	M5	98	4	22	27	Nissan 200 SX	M5	110	4
19	24	Dodge Conquest	L4	156	4	22	28	Nissan 200 SX	L4	120	4
19	24	Dodge Conquest	M5	156	4	22	27	Nissan 200 SX	L4	120	4
24	27	Dodge Daytona	A3	135	4	17	25	Nissan 300 ZX 2+2	L4	181	6
20	24	Dodge Daytona	A3	135	4	18	26	Nissan 300 ZX 2+2	M5	181	6
19	28	Dodge Daytona	M5	135	4	29	32	Plymouth Colt	L3	90	4
25	35	Dodge Daytona	M5	135	4	36	41	Plymouth Colt	M4	90	4
23	25	Dodge Daytona	A3	152	4	33	39	Plymouth Colt	M5	90	4
23	32	Dodge Daytona	M5	152	4	24	26	Plymouth Colt	L3	98	4
24	27	Dodge 600 Cnv	A3	135	4	24	31	Plymouth Colt	M5	98	4
20	24	Dodge 600 Cnv	A3	135	4	19	24	Plymouth Conquest	L4	156	4
23	25	Dodge 600 Cnv	A3	152	4	19	24	Plymouth Conquest	M5	156	4
25	30	Ford Laser*	A3	98	4	28	33	Plymouth Turismo	M4	97	4
26	30	Ford Laser*	M4	98	4	31	39	Plymouth Turismo	M4	97	4
21	25	Ford Mustang	A3	140	4	24	30	Plymouth Turismo	A3	135	4
23	28	Ford Mustang	M4	140	4	22	30	Plymouth Turismo	M5	135	4
20	26	Ford Mustang	M5	140	4	26	35	Plymouth Turismo	M5	135	4
19	23	Ford Mustang	L3	231	6	23	32	Pontiac Firebird	M5	151	4
17	25	Ford Mustang	M5	302	8	19	27	Pontiac Firebird	L4	173	6
24	30	Honda Accord	L4	119	4	17	26	Pontiac Firebird	M5	173	6
27	33	Honda Accord	M5	119	4	17	25	Pontiac Firebird	L4	305	8
23	29	Honda Accord	L4	119	4	16	26	Pontiac Firebird	M5	305	8
25	30	Honda Accord	M5	119	4	17	25	Pontiac Firebird	L4	305	8
37	43	Honda Civic	M4	82	4						

(Continued on page 18)

EPA Gas Mileage Figures

(Continued from page 16)

MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.
41	43	Pontiac Firefly*	A3	61	3
44	50	Pontiac Firefly*	M5	61	3
20	27	Pontiac Sunbird Conv	L3	110	4
24	30	Pontiac Sunbird Conv	L3	110	4
21	28	Pontiac Sunbird Conv	M4	110	4
26	35	Pontiac Sunbird Conv	M5	110	4
25	30	Pontiac 1000	L3	98	4
28	34	Pontiac 1000	M4	98	4
27	34	Pontiac 1000	M5	98	4
21	23	Renault Alliance Cnv	A3	105	4
27	32	Renault Alliance Cnv	M5	105	4
20	24	Renault Fuego	A3	132	4
23	31	Renault Fuego	M5	132	4
8	11	Rolls-Royce Corniche II/Cont.	A3	412	8
31	36	Subaru Hatchback	M4	97	4
28	32	Subaru Hatchback	M5	97	4
23	25	Subaru Hatchback	L3	109	4
26	31	Subaru Hatchback	M5	109	4
24	27	Subaru XT	L3	109	4
23	25	Subaru XT	L3	109	4
25	32	Subaru XT	M5	109	4
25	30	Subaru XT	M5	109	4
41	43	Suzuki Forsa V	A3	61	3
44	50	Suzuki Forsa V	M5	61	3
23	29	Toyota Celica	L4	122	4
25	30	Toyota Celica	L4	122	4
25	31	Toyota Celica	M5	122	4
23	29	Toyota Celica	M5	122	4
19	24	Toyota Celica Supra	L4	168	6
18	22	Toyota Celica Supra	M5	168	6
27	33	Toyota Corolla Sport	L4	97	4
28	33	Toyota Corolla Sport	M5	97	4
26	31	Toyota Corolla Sport	M5	97	4
30	32	Toyota Tercel	A3	89	4
35	39	Toyota Tercel	M4	89	4
31	38	Toyota Tercel	M5	89	4
23	25	Volkswagen Scirocco	A3	109	4
24	29	Volkswagen Scirocco	M5	109	4

*Available in Puerto Rico only.

Compact Cars

23	29	BMW 5-Series	D-L4	149	6
18	24	BMW 5-Series	L4	164	6
20	24	BMW 5-Series	M5	164	6
24	31	Buick Skyhawk	L3	110	4
20	27	Buick Skyhawk	L3	110	4
21	28	Buick Skylark	M4	110	4
27	37	Buick Skylark	M5	110	4
23	29	Buick Skylark	L3	121	4
25	32	Buick Skylark	M4	121	4
23	32	Buick Somerset/Skylark	L3	151	4
23	34	Buick Somerset/Skylark	M5	151	4
19	27	Buick Somerset/Skylark	L3	181	6
22	27	Cadillac Cimarron	L3	121	4
24	32	Cadillac Cimarron	M5	121	4
18	25	Cadillac Cimarron	L3	173	6
17	22	Cadillac Cimarron	M4	173	6
23	29	Chevy Cavalier	L3	121	4
26	33	Chevy Cavalier	M4	121	4
24	32	Chevy Cavalier	M5	121	4
19	24	Chevy Cavalier	L3	173	6
19	26	Chevy Cavalier	M4	173	6
28	32	Chevy Nova	L3	97	4
30	37	Chevy Nova	M5	97	4
28	33	Dodge Omni	M4	97	4
31	39	Dodge Omni	M4	97	4
24	29	Dodge Omni	A3	135	4
22	30	Dodge Omni	M5	135	4
26	35	Dodge Omni	M5	135	4
20	27	Dodge Omni	M5	135	4

MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.
25	30	Ford Escort	A3	113	4
32	41	Ford Escort	M4	113	4
27	34	Ford Escort	M5	113	4
22	28	Ford Escort	A3	113	4
24	33	Ford Escort	M5	113	4
36	43	Ford Escort	D-M5	122	4
41	49	Ford Escort FS	D-M5	122	4
36	44	Ford Tempo	D-M5	122	4
18	22	Ford Thunderbird	A3	140	4
20	26	Ford Thunderbird	M5	140	4
19	26	Ford Thunderbird	A4	231	6
19	23	Ford Thunderbird	L3	231	6
18	22	Linc-Merc Cougar	A3	140	4
20	26	Linc-Merc Cougar	M5	140	4
19	26	Linc-Merc Cougar	A4	231	6
19	23	Linc-Merc Cougar	L3	231	6
25	30	Linc-Merc Lynx	A3	113	4
32	41	Linc-Merc Lynx	M4	113	4
27	34	Linc-Merc Lynx	M5	113	4
22	28	Linc-Merc Lynx	A3	113	4
24	32	Linc-Merc Lynx	M5	113	4
36	43	Linc-Merc Lynx	D-M5	122	4
36	44	Linc-Merc Topaz	D-M5	122	4
25	30	Mazda 323	A3	98	4
26	30	Mazda 323	M4	98	4
28	34	Mazda 323	M5	98	4
24	28	Mazda 626	A3	122	4
22	28	Mazda 626	M5	122	4
26	32	Mazda 626	M5	122	4
18	22	Mer Benz 300E	A4	181	6
18	25	Mer Benz 300E	M5	181	6
14	16	Mer Benz 560SEC	A4	338	8
18	22	Merkur XR4Ti	A3	140	4
19	24	Merkur XR4Ti	M5	140	4
21	26	Mitsubishi Galant	L4	143	4
18	24	Nissan Maxima	L4	181	6
19	26	Nissan Maxima	M5	181	6
23	26	Nissan Stanza	L3	120	4
26	33	Nissan Stanza	M5	120	4
23	32	Olds Calais	L3	151	4
23	34	Olds Calais	M5	151	4
19	27	Olds Calais	L3	181	6
20	27	Olds Firenza	L3	110	4
24	31	Olds Firenza	L3	110	4
21	28	Olds Firenza	M4	110	4
27	37	Olds Firenza	M5	110	4
23	29	Olds Firenza	L3	121	4
25	32	Olds Firenza	M4	121	4
19	24	Olds Firenza	L3	173	6
19	26	Olds Firenza	M4	173	6
20	23	Peugeot 505 Sedan	L4	120	4
20	24	Peugeot 505 Sedan	M5	120	4
19	22	Peugeot 505 Sedan	L4	131	4
19	24	Peugeot 505 Sedan	M5	131	4
28	33	Plymouth Horizon	M4	97	4
31	39	Plymouth Horizon	M4	97	4
24	29	Plymouth Horizon	A3	135	4
26	35	Plymouth Horizon	M5	135	4
23	32	Pontiac Grand Am	L3	151	4
23	34	Pontiac Grand Am	M5	151	4
19	27	Pontiac Grand Am	L3	181	6
24	31	Pontiac Sunbird	L3	110	4
20	27	Pontiac Sunbird	L3	110	4
21	28	Pontiac Sunbird	M4	110	4
27	37	Pontiac Sunbird	M5	110	4
26	30	Renault Alliance/Encore	A3	85	4
32	38	Renault Alliance/Encore	M4	85	4
35	41	Renault Alliance/Encore	M4	85	4
33	39	Renault Alliance/Encore	M5	85	4
24	28	Renault Alliance/Encore	A3	105	4
30	37	Renault Alliance/Encore	M5	105	4
8	11	Rolls Royce Camargue	A3	412	8
19	23	Saab 900	A3	121	4

(Continued on page 20)

EPA Gas Mileage Figures

(Continued from page 18)

MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.
18	22	Saab 900	A3	121	4
21	28	Saab 900	M5	121	4
20	26	Saab 900	M5	121	4
20	24	Saab 900	M5	121	4
26	31	Subaru Sedan	M5	109	4
23	25	Subaru Sedan	L3	109	4
25	27	Subaru Sedan	L3	109	4
25	30	Subaru Sedan	M5	109	4
24	29	Subaru Sedan 4WD	M5	109	4
30	36	Toyota Camry	D-L4	120	4
26	32	Toyota Camry	L4	122	4
28	34	Toyota Camry	M5	122	4
28	33	Toyota Corolla	L3	97	4
28	35	Toyota Corolla	L4	97	4
31	37	Toyota Corolla	M5	97	4
19	23	Toyota Cressida	L4	168	6
19	24	Toyota Cressida	M5	168	6
37	44	VW Golf	D-M5	97	4
23	27	VW Golf	A3	109	4
27	34	VW Golf	M5	109	4
26	31	VW GTI	M5	109	4
37	44	VW Jetta	D-M5	97	4
36	43	VW Jetta	D-M5	97	4
23	27	VW Jetta	A3	109	4
27	34	VW Jetta	M5	109	4
23	27	VW Jetta GLI	A3	109	4
26	31	VW Jetta GLI	M5	109	4
18	22	VW Quantum	A3	136	5
19	24	VW Quantum	M5	136	5
21	24	Volvo 240DL/GL	A4	141	4
23	28	Volvo 240DL/GL	M4	141	4

Mid-Size Cars

17	25	Audi 5000CS Quattro	M5	136	5
18	22	Audi 5000S	A3	136	5

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MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.
19	26	Audi 5000S	M5	136	5
22	32	Buick Century	L3	151	4
19	26	Buick Century	L3	173	6
20	28	Buick Century	L4	173	6
19	29	Buick Century	L4	231	6
18	24	Buick Regal	L3	231	6
17	24	Buick Regal	L4	231	6
17	23	Buick Regal	L3	307	8
18	25	Buick Regal	L4	307	8
19	30	Buick Riviera	L4	231	6
17	26	Cadillac Eldorado	L4	249	8
17	26	Cadillac Seville	L4	249	8
22	32	Chevy Celebrity	L3	151	4
23	31	Chevy Celebrity	M4	151	4
19	26	Chevy Celebrity	L3	173	6
20	28	Chevy Celebrity	L4	173	6
18	25	Chevy Celebrity	L3	173	6
19	28	Chevy Celebrity	L4	173	6
18	23	Chevy Monte Carlo	L3	262	6
18	27	Chevy Monte Carlo	L4	262	6
17	25	Chevy Monte Carlo	L4	305	8
20	24	Chry Lebaron	A3	135	4
24	27	Chry Lebaron	A3	135	4
23	25	Chry Lebaron	A3	152	4
20	24	Chry Lebaron GTS	A3	135	4
24	27	Chry Lebaron GTS	A3	135	4
19	28	Chry Lebaron GTS	M5	135	4
25	35	Chry Lebaron GTS	M5	135	4
23	25	Chry Lebaron GTS	A3	152	4
23	32	Chry Lebaron GTS	M5	152	4
19	23	Chry Limousine	A3	135	4
20	24	Chry New Yorker	A3	135	4
23	25	Chry New Yorker	A3	152	4
16	21	Chry Newport 5th Ave.	L3	318	8
24	28	Dodge Aries	A3	135	4
25	35	Dodge Aries	M5	135	4
23	26	Dodge Aries	A3	152	4
16	21	Dodge Diplomat	L3	318	8
24	27	Dodge Lancer	A3	135	4
20	24	Dodge Lancer	A3	135	4
19	28	Dodge Lancer	M5	135	4
25	35	Dodge Lancer	M5	135	4
23	25	Dodge Lancer	A3	152	4
23	32	Dodge Lancer	M5	152	4
20	24	Dodge 600	A3	135	4
24	27	Dodge 600	A3	135	4
23	25	Dodge 600	A3	152	4
21	25	Ford LTD	A3	140	4
19	23	Ford LTD	L3	231	6
18	26	Linc-Merc Continental	L4	302	8
18	26	Linc-Merc Mark VII	L4	302	8
21	25	Linc-Merc Marquis	A3	140	4
19	23	Linc-Merc Marquis	L3	231	6
15	18	Mer Benz 420SEL	A4	256	8
14	16	Mer Benz 560SEL	A4	338	8
22	32	Olds Cutlass Ciera	L3	151	4
19	26	Olds Cutlass Ciera	L3	173	6
20	28	Olds Cutlass Ciera	L4	173	6
18	25	Olds Cutlass Ciera	L3	173	6
19	28	Olds Cutlass Ciera	L4	173	6
19	30	Olds Cutlass Ciera	L4	231	6
18	24	Olds Cutlass Supreme	L3	231	6
17	23	Olds Cutlass Supreme	L3	307	8
18	25	Olds Cutlass Supreme	L4	307	8
19	30	Olds Toronado	L4	231	6
24	27	Plymouth Caravelle	A3	135	4
20	24	Plymouth Caravelle	A3	135	4
23	25	Plymouth Caravelle	A3	152	4
16	21	Plymouth Gran Fury	L3	318	8
24	28	Plymouth Reliant	A3	135	4
25	35	Plymouth Reliant	M5	135	4
23	26	Plymouth Reliant	A3	152	4
18	24	Pontiac Bonneville	L3	231	6

(Continued on page 22)

EPA Gas Mileage Figures

(Continued from page 20)

MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.
18	23	Pontiac Bonneville	L3	262	6
18	27	Pontiac Bonneville	L4	262	6
17	25	Pontiac Bonneville	L4	305	8
18	24	Pontiac Grand Prix	L3	231	6
18	23	Pontiac Grand Prix	L3	262	6
18	27	Pontiac Grand Prix	L4	262	6
17	25	Pontiac Grand Prix	L4	305	8
22	32	Pontiac 6000	L3	151	4
19	26	Pontiac 6000	L3	173	6
20	28	Pontiac 6000	L4	173	6
18	24	Pontiac 6000	L3	173	6
18	26	Pontiac 6000	L4	173	6
9	10	Rolls Sil Spirit	A3	412	8
19	22	Volvo 740/760	A4	141	4
22	25	Volvo 740/760	L4	141	4
20	25	Volvo 740/760	M4	141	4
23	28	Volvo 740/760	M4	141	4
24	27	Volvo 740/760	D-L4	145	6
18	22	Volvo 740/760	A4	174	6

Large Cars

19	30	Buick Electra	L4	231	6
19	30	Buick LeSabre	L4	231	6
17	26	Cad. DeVille	L4	249	8
18	25	Cad. Fltwd Brougham	L4	307	8
17	24	Cad. Limousine	L4	249	8
18	23	Chevy Caprice	L3	262	6
18	25	Chevy Caprice	L4	262	6
17	25	Chevy Caprice	L4	305	8
18	25	Chevy Caprice	L4	307	8
18	26	Ford LTD Cr. Vic.	L4	302	8
18	26	Linc-Merc Gr Marquis	L4	302	8
18	26	Linc-Merc Town Car	L4	302	8
19	30	Olds Delta 88 Royale	L4	231	6
19	30	Olds Ninety-Eight Regency	L4	231	6
18	23	Pontiac Parisienne	L3	262	6
18	25	Pontiac Parisienne	L4	262	6
17	25	Pontiac Parisienne	L4	305	8
18	25	Pontiac Parisienne	L4	307	8
8	10	Rolls Sil Spur Limo	A3	412	8
21	28	Saab 9000	M5	121	4

Small Station Wagons

24	31	Buick Skyhawk Wagon	L3	110	4
27	37	Buick Skyhawk Wagon	M5	110	4
23	29	Buick Skyhawk Wagon	L3	121	4
25	32	Buick Skyhawk Wagon	M4	121	4
23	29	Chevy Cavalier Wagon	L3	121	4
25	32	Chevy Cavalier Wagon	M4	121	4
24	32	Chevy Cavalier Wagon	M5	121	4
18	25	Chevy Cavalier Wagon	L3	173	6
19	26	Chevy Cavalier Wagon	M4	173	6
23	24	Dodge Colt Vista	L3	122	4
24	29	Dodge Colt Vista	M5	122	4
25	30	Ford Escort Wagon	A3	113	4
32	41	Ford Escort Wagon	M4	113	4
27	34	Ford Escort Wagon	M5	113	4
36	43	Ford Escort Wagon	D-M5	122	4
28	32	Honda Civic Wagon	L4	91	4
30	35	Honda Civic Wagon	M5	91	4
25	30	Linc-Merc Lynx Wagon	A3	113	4
32	41	Linc-Merc Lynx Wagon	M4	113	4
27	34	Linc-Merc Lynx Wagon	M5	113	4
36	43	Linc-Merc Lynx Wagon	D-M5	122	4
22	23	Mazda GLC Wagon*	A3	91	4
25	29	Mazda GLC Wagon*	M4	91	4
25	30	Mazda GLC Wagon*	M5	91	4
23	24	Mitsubishi Space Wagon*	L3	122	4
18	24	Nissan Maxima Wagon	L4	181	6
27	30	Nissan Sentra Wagon	L3	98	4

MPG City	MPG Hwy	Make	Trans- mission	CID	Cyl.
31	38	Nissan Sentra Wagon	M5	98	4
24	31	Olds Firenza Cruiser	L3	110	4
27	37	Olds Firenza Cruiser	M5	110	4
23	29	Olds Firenza Cruiser	L3	121	4
25	32	Olds Firenza Cruiser	M4	121	4
18	25	Olds Firenza Cruiser	L3	173	6
19	25	Olds Firenza Cruiser	M4	173	6
23	24	Plymouth Colt Vista	L3	122	4
24	29	Plymouth Colt Vista	M5	122	4
24	31	Pontiac Sunbird Wagon	L3	110	4
27	37	Pontiac Sunbird Wagon	M5	110	4
20	24	Renault 181 Sp. Wagon	A3	132	4
23	31	Renault 181 Sp. Wagon	M5	132	4
26	31	Subaru Wagon	M5	109	4
25	26	Subaru Wagon	L3	109	4
23	25	Subaru Wagon	L3	109	4
25	30	Subaru Wagon	M5	109	4
28	31	Toyota Tercel Wgn 2WD	A3	89	4
31	37	Toyota Tercel Wgn 2WD	M5	89	4
24	25	Toyota Tercel Wgn 4WD	A3	89	4
27	32	Toyota Tercel Wgn 4WD	M5	89	4
22	25	VW Quantum Wagon	A3	109	4
25	31	VW Quantum Wagon	M5	109	4

* Available in Puerto Rico only.

Mid-Size Station Wagons

17	25	Audi 5000CS Quattro Wagon	M5	136	5
17	22	Audi 5000S Wagon	A3	136	5
19	25	Audi 5000S Wagon	M5	136	5
21	28	Buick Century Wgn	L3	151	4
19	25	Buick Century Wgn	L3	173	6
19	25	Buick Century Wgn	L4	173	6
19	30	Buick Century Wgn	L4	231	6
22	31	Chevy Celebrity Wgn	L3	151	4
23	31	Chevy Celebrity Wgn	M4	151	4
19	25	Chevy Celebrity Wgn	L3	173	6
19	25	Chevy Celebrity Wgn	L4	173	6
18	24	Chevy Celebrity Wgn	L3	173	6
18	26	Chevy Celebrity Wgn	L4	173	6
20	24	Chry Town & Country Wgn	A3	135	4
23	25	Chry Town & Country Wgn	A3	152	4
24	27	Dodge Aries Wgn	A3	135	4
25	35	Dodge Aries Wgn	M5	135	4
23	25	Dodge Aries Wgn	A3	152	4
19	22	Ford LTD Wgn	L3	231	6
19	23	Linc Merc Marq Wgn	L3	231	6
20	25	Nissan Stanza Wgn 2WD	L4	120	4
23	28	Nissan Stanza Wgn 2WD	M5	120	4
21	28	Olds Cutl Cruiser	L3	151	4
19	25	Olds Cutl Cruiser	L3	173	6
19	25	Olds Cutl Cruiser	L4	173	6
18	24	Olds Cutl Cruiser	L3	173	6
18	26	Olds Cutl Cruiser	L4	173	6
20	23	Peugeot 505 St Wgn	L4	120	4
20	24	Peugeot 505 St Wgn	M5	120	4
19	22	Peugeot 505 St Wgn	L4	131	4
24	27	Plymouth Reliant Wgn	A3	135	4
25	35	Plymouth Reliant Wgn	M5	135	4
23	25	Plymouth Reliant Wgn	A3	152	4
21	28	Pontiac 6000 Wgn	L3	151	4
19	25	Pontiac 6000 Wgn	L3	173	6
19	25	Pontiac 6000 Wgn	L4	173	6
18	24	Pontiac 6000 Wgn	L3	173	6
18	26	Pontiac 6000 Wgn	L4	173	6
19	23	Toyota Cressida Wgn	L4	168	6
21	24	Volvo 240DL/GL Wgn	A4	141	4
23	28	Volvo 240DL/GL Wgn	M4	141	4
19	22	Volvo 740/760 Wgn	A4	141	4
22	26	Volvo 740/760 Wgn	L4	141	4
23	28	Volvo 740/760 Wgn	M4	141	4
20	25	Volvo 740/760 Wgn	M4	141	4
24	27	Volvo 740/760 Wgn	D-L4	145	6

CANADIAN SECTION

Canadian Operating Costs in ¢/Mile

	1980	1981	1982	1983	1984	First 6 mos. 1985
Mileage Factor — Business	1478	1511	1524	1625	1599	1563
Personal	488	482	530	462	382	389
Total	1966	1993	2054	2088	1981	1952
Running Expense	8.93	10.48	11.82	11.91	12.05	12.58
Standing Expense (Including Interest & Service Fees)	12.47	15.04	15.52	15.00	16.36	17.50
Incidental Expense	1.08	1.02	1.16	1.26	1.40	1.47
Total Expenses	22.44	26.54	28.50	28.17	29.81	31.56
Year-to-Year Increase/Decrease	18.3%	7.4%	1%	5.8%	5.9%	
Gas Cost/Gallon	1.20	1.65	2.02	2.14	2.22	2.29
Year-to-Year Increase	37.5%	22.4%	6%	3.3%	3.2%	

These costs are based on a typical Canadian fleet operating all across Canada. Your fleet may have different costs due to your particular make up, but the year-to-year increases in costs should be similar over the same time frame.

Provincial Headlight and Parking Light Requirements

Province Name	Headlights		Parking Lights
	On	Off	
British Columbia	30 minutes before sunset	30 minutes after sunrise	parking only
Alberta	no formal requirement	no formal requirement	parking and/or driving
Saskatchewan	30 minutes before sunset	30 minutes after sunrise	parking and/or driving
Manitoba	1 hour before sunset	1 hour after sunrise	parking and/or driving
Ontario	30 minutes before sunset	30 minutes after sunrise	parking only
Quebec	30 minutes before sunset	30 minutes after sunrise	parking only
New Brunswick	30 minutes before sunset	30 minutes after sunrise	parking only
Nova Scotia	no formal requirement	no formal requirement	parking only
Prince Edward Island	30 minutes before sunset	30 minutes after sunrise	parking only
Newfoundland	30 minutes before sunset	30 minutes after sunrise	parking only

Source: PH&H of Canada

NAFA Safety Survey Results:

Highway Accident Statistics Summary for 1985

For the past four years, NAFA Newsletter has published a monthly report on accident frequency among its members, as reported to the Association.

The following statistics are a summary of the responses from September 1984 through September 1985:

Number of Fleets Responding	325
Total Number of Vehicles	132,361
Total Number of Miles Driven	230,806,663
(average miles driven per month: 1,743)	
Total Reportable Accidents*	2,120
Total Preventable Accidents*	1,053
Total Non-Preventable Accidents	1,067
Accident Rate	9.18
Preventable Accidents	4.56
Non-preventable Accidents	4.62
Personal Injuries	157
Fatalities	5
Damage to Vehicles	\$104,432,280

*National Safety Council Definitions

Reportable Accident: Any accident in which the vehicle is involved, unless properly parked, where such accident results in death, personal injury, or property damage. An accident is reportable regardless of who was hurt, what property was damaged, or who was responsible.

Preventable Accident: Any accident involving a company-provided car which results in property damage or personal injury, regardless of who was injured, what property was damaged, or when it occurred, in which the driver in question failed to exercise every reasonable precaution to prevent the accident.

Accident Frequency Rate: The accident frequency rate is determined by multiplying the number of accidents by 1,000,000 and dividing by the total number of miles driven.

Reporting Accidents

(Continued from page 48)

NEW HAMPSHIRE

Report Criteria: Report any accident resulting in death or personal injury. Report any accident in excess of \$500 in combined property damage.

How to Report: Within 5 days: File one copy of form FR-1 with the Director of Motor Vehicles. Obtain necessary forms from any enforcement officer or agency.

Where to File: New Hampshire Department of Safety, Division of Motor Vehicles, Hazen Drive, Concord, New Hampshire 03301.

Note: Many New Hampshire cities have local ordinances requiring an operator to report accidents directly to the Chief of Police. In questionable cases, therefore, it is suggested that local authorities be contacted to determine whether or not this requirement exists.

NEW JERSEY

Report Criteria: Report any accident resulting in death or injury. Report any accident in excess of \$200 in damages to the property of any one person.

How to Report: Immediately: Notify local, county or state police of any reportable accident. Within 5 Days: File one copy of the report with the Division of Motor Vehicles. Obtain forms from any police authority, insurance agent, or by writing the Division, or any of its Field Agencies.

Where to File: New Jersey Division of Motor Vehicles, Bureau of Security Responsibility, 25 South Montgomery Street, Trenton, New Jersey 08666.

NEW MEXICO

Report Criteria: Report any accident resulting in death or injury. Report any accident in excess of \$100 in property damages.

How to Report: Immediately: Notify local, county, or state police of any accident resulting in death, injury, or

property damage in excess of \$100. Within 5 Days: File one copy of the report with the Motor Vehicle Department. Obtain form SR-21 from any law enforcement authority, or by writing to the MVD.

Where to File: New Mexico Motor Vehicle Department, Manuel Lujan Building, Santa Fe, New Mexico 87503.

Note: Carriers certified by the State Corporation Commission must immediately wire the Commission in all cases of accidents which result in a fatality. Within 15 days, such carriers must file a written report with the Commission in cases where the accident resulted in death, injury, or property damage in excess of \$100. The form prescribed by the U.S. Department of Transportation, as well as SR-21, is acceptable for all such reports. Mail such reports to: New Mexico State Corporation Commission, P.O. Box 1269, Santa Fe, New Mexico 87501.

NEW YORK

Report Criteria: Report any accident

resulting in death or injury. Report any accident resulting in damage in excess of \$400 to the property of any one person.

How to Report: Personal injury accidents must be reported to police as soon as possible. Within 10 Days: File one copy of Form MV-104 with the Department of Motor Vehicles. Obtain forms from the main office or any district branch of the DMV, or County Clerk in the state. Also available from police departments and many insurance agencies.

Where to File: Accident Records Bureau, N.Y. State Department of Motor Vehicles, Empire State Plaza, Albany, New York 12228.

Note: Carriers holding operating authority from the New York State Department of Transportation must also file a report with that Department for any accident resulting in death, injury, or property damage in excess of \$250. Either form MV-104 or the form prescribed by the U.S. Department Transportation (MCS-50F) is acceptable. N.Y. State Department of Transportation, Attn: Traffic and Safety Division, 1220 Washington Avenue, The Campus, Albany, New York 12232.

NORTH CAROLINA

Report Criteria: Report any accident resulting in property damage to an apparent extent of \$200 or more; report any accident resulting in personal injury or death.

How to Report: Notify the nearest law enforcement agency by the quickest means. The Division of Motor Vehicles will request information in addition to law enforcement agency report if additional information is needed.

Note: All intrastate carriers (private and for-hire) transporting hazardous or radioactive waste are regulated by the North Carolina Utilities Commission and are required to file reports of accidents in which they are involved with the NCUC. Reporting requirements are identical with those of the U.S. Department of Transportation, and the DOT prescribed form may be used to satisfy NCUC requirements for written reports. Immediate reports are to be conveyed by phone at: AC 919-733-4077. Written reports must be mailed to: North Carolina Utilities Commission, Department of Motor Transportation, P.O. Box 991, Raleigh, North Carolina 27602.

NORTH DAKOTA

Report Criteria: Report any accident resulting in death or injury. Report any accident in excess of \$400 in combined property damages. If damages exceed \$400 to any one vehicle, proof of liability insurance is also required.

How to Report: Report all accidents

Population Covered By State Seat Belt Use Laws

On July 11, 1984, the U.S. Department of Transportation ruled that if states containing two-thirds of the population enact seat belt use laws by April 1, 1989, installation of automatic ("passive") crash protection devices will not be required in new cars.

According to 1984 Census Bureau estimates, total U.S. population is 237 million, of which 158 million would represent two-thirds. To date, state seat belt use laws in 14 states cover or will cover 39 percent of the population as follows (all figures rounded):

State and date law enacted	Effective date	State Population		Total U.S. Population covered by law	
		Millions	% of U.S.	Millions	%
1. New York (7-12-84)	12-1-84	17.7	7.5	17.7	7.5
2. New Jersey (12-8-84)	3-1-85	7.4	3.1	25.1	10.6
3. Illinois (1-1-85)	7-1-85	11.5	4.9	36.6	15.5
4. Missouri (3-5-85)	9-28-85	4.9	2.1	41.5	17.6
5. Michigan (3-8-85)	7-1-85	9.2	3.9	50.7	21.5
6. New Mexico (4-2-85)	1-1-86	1.4	0.6	52.1	22.1
7. Indiana (4-17-85)	7-1-87	5.5	2.3	57.6	24.4
8. North Carolina (5-23-85)	10-1-85	6.0	2.5	63.6	26.9
9. Oklahoma (6-4-85)	2-1-87	3.2	1.4	85.7	36.2
10. Nebraska (6-5-85)	8-1-85	1.6	0.7	87.3	36.9
11. Hawaii (6-5-85)	12-16-85	1.0	0.4	64.6	27.3
12. Texas (6-16-85)	9-1-85	14.8	6.2	79.4	33.5
13. Connecticut (6-27-85)	1-1-86	3.1	1.3	82.5	34.8
14. Louisiana (7-1-85)	7-1-86	4.4	1.9	91.7	38.8

to police. Within 10 Days: File one copy of written report with the Drivers License Division. Obtain forms from the Division, or from the investigating officer.

Where to File: Drivers License Division, 600 E. Boulevard Ave., Bismarck, North Dakota 58505.

OHIO

Report Criteria: Report any accident resulting in death or injury. Report any accident in excess of \$400 in damages to the property of any one party.

How to Report: Report is required within 30 days from the date of accident. Owner is required to report if driver does not or cannot report. Proper forms can be obtained from any law enforcement agency or by writing to the address below.

Where to File: Bureau of Motor Vehicles, MVOSPC, P.O. Box 16520, Columbus, Ohio 43216.

Note: Carriers operating under the authority of the Public Utilities Commission of Ohio must, within 15 days, file a written report to the Commis-

sion of any accident resulting in death, injury, or property damages in excess of \$500. For this purpose, carriers may use either Ohio form EN-11 or the form prescribed by the U.S. Department of Transportation. Ohio-licensed carriers must also submit their tax decal number and a copy of the driver's log for the day of the accident with their report to the PUCO. File such reports to: Public Utilities Commission of Ohio, 111 North High Street, Columbus, Ohio 43215.

OKLAHOMA

Report Criteria: Accidents resulting in death, injury or property damage in excess of \$300 must be reported if settlement is not made within 6 months. If any person believes that an uninsured party is involved or that settlement will not promptly be made, an immediate report may be filed. A report must be filed within 10 days if requested by Department of Public Safety.

How to Report: Prescribed form must be accompanied by physician's state-

(Continued on page 52)

Highlights of NAFA's New Car Acquisition Survey

U.S. Composite Survey Fleet 1981-1985 Model Years (Excluding Government & Public Utility Fleets)

New Car Orders By Body Style — U.S. Fleets U.S. Commercial Fleets (Percentage of New Car Orders)

3-door hatchback	1%
5-door hatchback	2%
Station Wagon	9%
2-door Sedan	6%
4-door Sedan	79%
Sport Model	*
Van	3%

* Mentioned, but less than 1/2 of 1%.

	1981	1982	1983	1984	1985
Number of Cars in Fleet	750	762	632	758	771
Current Composition of Fleet					
Sub-Compacts	15	23	12	30	8
Compacts	348	404	323	311	231
Mid-Size	320	282	240	349	470
Large	67	53	57	68	62
Actual Acquisitions in Previous Year	284	274	211	266	276
Planned New Car Acquisitions in Coming Model Year	302	284	232	279	288
Sub-Compacts	21	19	2	11	3
Compacts	205	185	133	75	75
Mid-Size	67	74	81	151	193
Large	9	6	16	42	17

U.S. Commercial Summary

Group	Number of Cars	Owned	Leased	Current Composition				1985 New Car Acquisitions	1986 Planned New Car Acquisitions				
				Sub-Compact	Compact	Mid-Size	Large			Sub-Compact	Compact	Mid-Size	Large
Drug & Cosmetics (26)	18,921	2,441	16,480	300	1,843	15,901	877	7,696	7,788	150	669	6,663	306
Food & Beverage (21)	14,979	9,197	5,782	2	3,495	10,722	760	6,588	6,647	—	1,495	4,923	229
Chemical & Petroleum (31)	18,434	8,890	9,544	120	827	11,137	6,275	5,316	6,527	40	595	4,004	1,888
Insurance (32)	32,860	19,082	13,778	388	19,109	11,852	1,188	10,412	11,030	169	5,778	4,481	305
Manufacturing—Consumer (34)	22,533	14,388	8,145	30	3,102	17,030	1,621	8,602	8,698	3	680	7,494	271
Manufacturing—Industrial (34)	37,644	11,112	26,532	4	14,524	21,612	1,504	13,578	13,819	—	4,796	8,739	284
Financial (13)	1,907	1,197	710	42	318	1,295	252	649	607	10	135	420	42
Totals (191)	147,278	66,307	80,971	886	43,218	89,549	12,477	52,841	55,116	372	14,148	36,724	3,325

* Totals may differ for the sub-compact, mid-size, and large current and planned acquisitions because not everyone answered this section of the questionnaire.

(Cleveland)
F.C. (Fred) Harbath, Jr.
25000 Great Northern
Corporate Center
Suite 444
North Olmsted, OH 44070
(216) 779-3940
(Detroit)
A.W. (Al) Clay
W.A. (Bill) Paschen
3031 W. Grand Blvd.
Detroit, MI 48202
(313) 556-5900

WEST

(St. Louis)
T.F. (Ted) Grossheim
83 Progress Parkway
Maryland Heights, MO 63043
(314) 895-8600

(Minneapolis)
D.J. (Dave) Haselhorst
7600 Metro Blvd.
Edina, MN 55435
(612) 830-4000
(Chicago)
G.J. (Gil) Egge
M.R. (Mel) Koski
475 Alexis R. Shuman Blvd.
Naperville, IL 60566
(312) 961-6345
(Milwaukee)
J.E. (John) Vincent
333 Bishops Way
Brookfield, WI 53005
(414) 784-2570
(Dallas)
W.E. (Bill) Denman
130 E. Carpenter Freeway
Irving, TX 75062
(214) 659-5400

(New Orleans)
H.G. (Glenn) Morrison
3545 I-10 Service Road
Metairie, LA 70002
(504) 888-9013
(Houston)
C.D. (Conrad) Tupper
13101 N.W. Freeway,
Suite 101
Houston, TX 77040
(713) 460-7300
(Oakland)
R.E. (Bob) Brus
39465 Paseo Padre Parkway
Fremont, CA 94538
(415) 498-5411
(Denver)
J.W. (Jay) McClure
4355 Kearney Street
Denver, CO 80216
(303) 398-7042

(Portland)
J.K. (Jim) Moore
10300 S.W. Greenburg Road
Suite 500
Portland, OR 97223
(503) 293-5020
(Los Angeles)
J.E. (Jed) Ellis
233 Wilshire Blvd.,
Suite 800
Santa Monica, CA 90401
(213) 394-6966
(Phoenix)
H.H. (Herman) Caruthers
1625 West Fountainhead
Parkway
Tempe, AZ 85282
(602) 829-6250



NAFA's Operating Expense Reports

1982, 1983, 1984

Composite fleet consists of those fleets that do not break down operating expenses by size of car, but only submit totals for the entire fleet.	1982 Com- posite Fleet	1983 Com- posite Fleet	1984 Com- posite Fleet
Average Miles per Month	1,880	1,821	1,833

OPERATING EXPENSES (Expressed in pennies per car per mile)

Fuel	.0643	.0579	.0560
Oil	.0011	.0016	.0012
Tires & Tire Repair	.0057	.0041	.0040
Repair & Maintenance	.0150	.0157	.0151
Total Operating Expenses	.0861	.0793	.0763

INCIDENTAL EXPENSES (Expressed in dollars per car per month)

License & Taxes	\$ 8.63	\$ 9.95	\$ 11.62
Accident Repairs — Less Recoveries	7.39	8.85	8.74
Washing	6.14	4.12	4.25
Parking & Tolls	12.09	11.06	7.46
Miscellaneous	2.98	2.97	3.25
Total Incidental Expenses	\$ 37.23	\$ 36.95	\$ 35.32

STANDING EXPENSES (Expressed in dollars per car per month)

Interest or Service Charge	\$ 76.38	\$ 72.05	\$ 60.40
Depreciation Reserve	161.37	153.65	182.95
Depreciation Adjustment	-23.06	-12.38	-23.83
Selling Expenses	11.38	5.04	11.46
Insurance	23.94	20.96	19.03
Total Standing Expenses	\$250.01	\$239.92	\$250.01

CREDITS (Dollar return per car per month)

Total Credits	\$ 42.28	\$ 47.70	\$ 45.42
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NET EXPENSES (Incidental expenses plus standing expenses less personal use credit expressed in dollars per car per month)

\$244.96	\$228.77	\$239.91
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20 Year History of Fleet Operating Expenses (in pennies per mile)

1965-1969

	1965	1966	1967	1968	1969
Gasoline	.0235	.0247	.0256	.0263	.0278
Oil	.0009	.0009	.0008	.0009	.0008
Maintenance & Repairs	.0046	.0046	.0049	.0055	.0059
Tires	.0028	.0034	.0035	.0042	.0047
Total Expenses	.0317	.0336	.0348	.0369	.0392
Price of Gasoline	32.4¢	33.2¢	34.2¢	34.8¢	36¢
Miles per gallon	13.8	13.4	13.3	13.2	12.9

1975-1979

	1975	1976	1977	1978	1979
Gasoline	.0466	.0467	.0475	.0474	.0589
Oil	.0010	.0010	.0010	.0009	.0010
Maintenance & Repairs	.0104	.0101	.0106	.0111	.0115
Tires	.0051	.0052	.0051	.0054	.0057
Total Expenses	.0631	.0630	.0642	.0648	.0771
Price of Gasoline	57.4¢	60.7¢	64.8¢	67.8¢	88.9¢
Miles per gallon	13.3	13.0	13.6	14.3	15.6

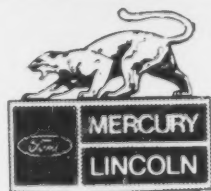
1970-1974

	1970	1971	1972	1973	1974
Gasoline	.0290	.0295	.0301	.0334	.0440
Oil	.0008	.0008	.0008	.0008	.0009
Maintenance & Repairs	.0066	.0078	.0087	.0085	.0103
Tires	.0048	.0057	.0052	.0043	.0057
Total Expenses	.0412	.0438	.0448	.0470	.0609
Price of Gasoline	36.6¢	36.8¢	36.8¢	39.6¢	53.5¢
Miles per gallon	12.6	12.5	12.2	11.8	12.2

1980-1984

	1980	1981	1982	1983	1984
Gasoline	.0715	.0745	.0643	.0579	.0560
Oil	.0012	.0012	.0011	.0016	.0012
Maintenance & Repairs	.0132	.0142	.0150	.0157	.0151
Tires	.0066	.0059	.0057	.0041	.0040
Total Expenses	.0925	.0958	.0861	.0793	.0763
Price of Gasoline	\$1.23	\$1.32	\$1.36	\$1.23	\$1.26
Miles per gallon	16.8	17.8	21.1	21.3	22.5

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NAFA's PERSONAL USE SURVEY SUMMARY

	Insurance (59)		Food & Beverage (38)		Drug & Cosmetics (42)		Mfg. Industrial (63)		Mfg. Consumer (40)		Chemical & Petroleum (33)		Others (32)		U.S. Comm (307)		Public Utility (21)		Government (32)		Canada (47)	
	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No
Personal Use Permitted	58	1	38	—	42	—	62	1	40	—	31	2	30	2	301	6	10	11	11	21	45	2
After Work	57	1	38	—	42	—	62	—	40	—	31	—	30	—	300	1	9	1	10	1	45	—
Weekends	56	2	38	—	42	—	62	—	40	—	30	1	28	2	296	5	9	1	6	5	45	—
Vacations	54	4	37	1	41	1	60	2	40	—	24	7	27	3	283	18	5	5	1	10	44	1
Limits on Personal Use	10	48	5	33	—	42	7	55	4	36	2	29	3	27	31	270	3	7	4	7	7	38
Charge For Personal Use	56	2	34	4	41	1	56	6	32	8	27	4	25	5	271	30	10	—	5	6	32	13
Mileage Charge	20	—	9	—	14	—	20	—	10	—	12	—	9	—	94	—	3	—	5	—	6	—
Fiat Rate	21	—	18	—	19	—	26	—	18	—	12	—	6	—	120	—	5	—	—	—	19	—
Both or Other	13	—	7	—	8	—	8	—	1	—	2	—	10	—	49	—	2	—	—	—	7	—
Charge Collected By:																						
Expense Report	28	—	9	—	22	—	27	—	15	—	12	—	11	—	124	—	1	—	—	—	9	—
Salary Deduction	17	—	19	—	12	—	21	—	12	—	8	—	8	—	97	—	6	—	1	—	17	—
Both or Other	11	—	6	—	7	—	6	—	5	—	6	—	6	—	47	—	3	—	4	—	6	—
Use Permitted by:																						
Employee Only	4	—	2	—	—	—	2	—	4	—	3	—	5	—	20	—	6	—	11	—	—	—
Employee & Spouse	54	—	36	—	42	—	60	—	36	—	26	—	25	—	279	—	4	—	—	—	45	—
Employee & Children	24	—	20	—	29	—	30	—	19	—	12	—	14	—	148	—	3	—	—	—	32	—
Employee & Others	6	—	4	—	7	—	4	—	4	—	1	—	2	—	28	—	—	—	—	—	4	—
Age Limits Set	11	46	15	23	14	28	32	30	19	21	5	24	12	18	108	190	2	8	—	11	20	24
Repair Costs Paid For																						
By Employee	22	36	16	22	17	25	28	32	13	27	9	20	12	18	117	180	1	9	—	11	23	22
Full Amount	1	—	1	—	1	—	1	—	—	—	2	—	—	—	6	—	—	—	—	—	—	—
Fixed Share	—	—	—	—	2	—	—	—	—	—	—	—	—	—	2	—	—	—	—	—	1	—
Dollar Amount	11	—	6	—	6	—	12	—	4	—	3	—	4	—	46	—	—	—	—	—	6	—
Insurance Deductible	10	—	9	—	7	—	14	—	9	—	4	—	8	—	61	—	1	—	—	—	16	—
Accident Charged	30	27	23	15	21	21	33	28	18	22	9	20	13	17	147	150	5	5	2	9	18	27
Increased Charge in 1984	16	36	10	23	7	35	14	39	4	24	2	22	2	23	55	202	—	9	—	5	4	28

Summary of Survey Responses

Industry Group	Number of Fleets	Company Owned Cars	Leased Cars	Total
Food & Beverage	38	10.999	10.812	21.811
Manufacturing-Consumer	40	6.389	13.753	20.142
Insurance	59	19.783	17.017	36.800
Chemical & Petroleum	33	17.233	11.080	28.313
Drug & Cosmetics	42	2.573	29.719	32.292
Manufacturing-Industrial	63	14.283	44.342	58.625
Other	32	2.604	9.318	11.922
U.S. Commercial Total	307	73.864	136.041	209.905
Public Utility	21	22.620	569	23.189
Government	32	18.764	204	18.968
Canada	47	4.900	7.731	12.631
Grand Total	407	120.148	144.545	264.693

Highlights of NAFA's Used Car Marketing Survey

Total Cars in Survey		Composite Commercial Fleet	
U.S. Commercial Fleets	101,030	Fleet Size	706 units
Representative Leased Fleets	47,739	Cars Sold in 1984	226
Sample of Owned Fleets	53,291	Model Year Cars Sold	
Average Months in Service		1980 or earlier	7
All U.S. Commercial Fleets	30.2	1981	68
Representative Leased Fleets	29.4	1982	95
Sample of Owned Fleets	36.5	1983	40
Average Miles When Sold		1984	16
All U.S. Commercial Fleets	57,732	Marketing Methods	
Representative Leased Fleets	56,471	To Employees	72
Sample of Owned Fleets	62,221	Wholesalers	56
		Used Car Dealers	20
		Auctions	58
		Trade-ins	20

• U.S. Commercial Fleets keep their cars in service an average of 30.2 months and are driven an average of 57,732 miles before replacement.

• Leased cars are kept for a shorter time and driven fewer miles than company-owned cars.

• The Public Utility fleets keep their cars the longest. The average service life is 68.1 months and they drive them 74,866 miles before replacement.

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